GENERAL DYNAMICS
Ordnance and Tactical Systems

2012 Munitions Executive Summit

Industry Perspective

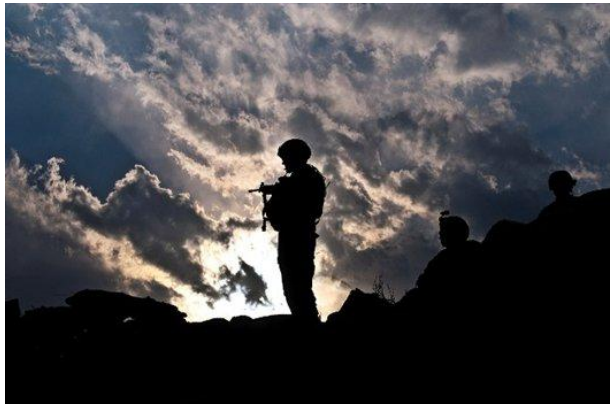
Achieving Efficiencies Across the Munitions Enterprise

"Collaboration, Communication and Cooperation"

Michael S. Wilson

State of the Munitions Industry
Key Observations

- "Survival Mode"
- Severely impaired planning
  - Lack reliable funding outlook
- Critical national assets at risk
  - Unique manufacturing and R&D centers
  - Future viability is uncertain
- Imbalance of contract risk
  - Driving industry into perilous conditions
- Value of IBAT & MSR
- Contracting velocity remains problematic
- Organic versus commercial base



State of the Munitions Industry
Areas for Improvement

- "Collaboration, Communication and Cooperation"
  - ICAP, MES, Industry Days, APBIs, MIBTF
- Acquisition & contracting strategies
  - Unintended consequences of ID/IQs
  - Over-extended price commitments
- Strong, unified SMCA mission & role
- Industrial Base Strategic Planning
  - Avoid unrecoverable loss of unique manufacturing base
- Transparency in budgeting & programming
- Relevancy & priority of munitions in budget debate
  - Enterprise-level strategies
- Return of USG-Industry partnering